Sanaa Balotrawala

# Summary

* I am a CPQ Techno-Functional Consultant with overall 4 years of experience in IT industry
* I have extensive experience in CPQ configuration with sound understanding of CPQ features & mapping with client requirements
* I interact with functional members/clients to understand their business process & deliver a CPQ solution ensuring ease for Admin in handling changes post Go-Live
* I am a good communicator & have demonstrated ability to independently develop complex technical requirements & resolve issues

# Current Role & Responsibilities

* Oracle CPQ applications development – End to End CPQ Impelmentation
* Oracle Engagement Cloud & CPQ Integration
* CPQ Web Service setup for application integrations
* Working on all Integrations setups in CPQ(EC/Projects, etc)
* Dealing with client to understand requirements & provide support in ongoing projects
* Training of team members on CPQ skills

# Technical Skills

* 3+ years of experience in Oracle CPQ configuration & Oracle Engagement Cloud
* 0.9 years of experience in Web Development with Java, JSP, Servlet, Spring and Hibernate.
* Knowledge of UI designing with Bootstrap, HTML, Javascript, CSS
* Well versed with CPQ BML coding & Web service calls(SOAP/REST)
* Working knowledge of Spring MVC, Spring Boot, RESTful Web Services
* Experience of working with web services in cloud applications

# Professional Skills

Language : Java, CPQ BML, R Language, Javascript, C , C++

Database : Oracle, Postgres SQL

Server : Apache Tomcat

Web Technology : JSP, Servlet, Spring Spring Boot, CSS, Bootstrap

# Awards and Certificates

* 'Pat on the Back' - Monthly Recognition Award-Feb 2020
* MCA(Masters) - University Gold Medalist
* Microsoft Technology Associate: Software Development Fundamentals
* Winner of “Database Masters”,State Level Event in “TechnoMantra 2015” K.S School Gujarat University
* Winner at 1 st Bhaskara’s Lilavati State Level Programming Contest

# Projects

1. Zamil Coolcare (Evosys)
   * Period : (May 2019 – May 2020)
   * Industry : AC Spare Parts & Ducts
   * Tool : Oracle CPQ, Oracle Engagement Cloud
   * Role : Development, Configuration and Migration
   * Awards : Pat on the Back-Monthly Recognition
   * Enabled EVOSYS to pitch a bigger Zamil project(One of Evosys’s biggest Deals) due to the implementation success
   1. Business Description:
      * Zamil Coolcare dealing in AC Spare parts & Ducts used Excel to derive Duct specifications(Duct Diameter, Duct Accessories, etc)
   2. Solution Brief:
      * Main implementation challenge involved designing & setting up similar structure in CPQ that would allow to input parameters & provide quantity for each of the DUCT category parts to be selected
      * Spare Parts had price being fetched from EBS for each part at run time, without implementing actual Price Book feature provided by CPQ
      * In addition to providing flexibility to input parameters(using config Arrays), we enabled file upload feature providing an easy way to load data in arrays
      * Implemented flexible 'Approver' Approval Flow
      * Handled Client interaction in order to be at par with the solution implementation
   3. Responsible for:
      * CPQ Configuration & Commerce, EC CPQ Integration(including Accounts), SSO Setup, User Management, Data Table Management, Admin ease in Data Table Mangement by providing a UI for Data Table(CRUD), Document Generations, etc
2. SMSA Express (Evosys)
   * Period : (Feb 2019 – Present)
   * Industry : International Shipments & Logistics
   * Tool : Oracle CPQ, Oracle Engagement Cloud
   * Role : Development, Configuration and Integrations
   1. Business Description:
      * SMSA Express being one of the prominent Shipping & Logistics service provider in KSA, was moving from Siebel to Fusion to manage their Billing, Invoicing and deriving Customer specific Rates
      * SMSA having various types of services & complex Product Pricing depending on Product Zones for each Line of Business, required a specific tool to manage the product Pricing & Approvals
   2. Solution Brief:
      * Based on complex Pricing needs for different products depending on their Line of Business, handled complex Approval Flows & Integrations to Fusion for all Rates, Zones & Customer Shipping Data for a particular Product(Extensive use of Transaction, Line Arrays)
      * Handling complex Document generations using behind to scenes logic to convert data in a Proposal oriented format
      * Handling Data Tables, User Management, SSO setup, EC-CPQ Integrations, Parts, Configurations & Setups
   3. Responsible for:
      * CPQ Configuration & Commerce, EC CPQ Integration(including Accounts), SSO Setup, User Management, Data Table Management, Documents Generation, CPQ->Ec Custom integrations, Etc
3. SAUDI Consulting (Evosys)
   * Period : (Dec 2020 – Present)
   * Industry : Engineering & Architectural Consultancy Firm
   * Tool : Oracle CPQ, Oracle Projects Module
   * Role : Development, Configuration, Migration
   1. Business Description:
      * SAUDI consulting deals in providing Consultancy Services to their clients for Engineering & Architectural needs
      * They required a system for estimating & managing their records for all the 'Prospect' Projects they received, as well as their actual 'Projects' so that their resourcing can be managed in Projects module along with the Pricing & Resourcing hours for different Job Categories along with other Direct & Indirect costs.
   2. Solution Brief:
      * It involved a very detail oriented Business Process which had to be setup using Commerce Process Steps with complex & multiple Approval Flows
      * Involved two distinct Projects types, thus requiring 2 commerce Processes each of which would be triggering a Projects Integration at a certain juncture of the business process(upon Approval, upon submission of certain details & Saving, etc)
      * Involved various different User Profiles that would be interacting with the system at any given step in order to perform a particular task
   3. Responsible for:
      * CPQ Configuration & Commerce, User Management, Data Table Management, Documents Generation, etc
4. SH Integrated Services Pte Ltd
   * Period : (April 2019 – March 2020)
   * Industry : Construction & Maintenance provider
   * Tool : Oracle CPQ, Oracle Engagement Cloud, Oracle Field Service
   * Role : Oracle CPQ Development, Configuration, Migration
   1. Business Description:
      * SHIS deals in providing Construction & Maintenance services to Private & Public sector clients
      * They required a system to handle both the processes for Private & Public Type of clients along with being able to schedule a timeslot for the field service personnel for Site Visit(Handled in Field Service)
   2. Solution Brief:
      * The Quotation for both clients(Private/Public) was provided through CPQ, which enabled them to setup the product Pricing based on the Project Type(Construction/Maintenance) & provide Discount & Vat, along with the Discount threshold specific Approval Flow
      * Implemented dynamic Approver selection and File Upload for uploading multiple parts automatically to the transaction along with the values for transaction line attributes for all 4 process types
   3. Responsible for:
      * CPQ Configuration & Commerce, EC CPQ Integration, SSO Setup, User Management, Data Table Management, Documents Generation, Providing Excel outputs for Public sectors, etc
5. ALJE (Evosys)
   * Period : (Dec 2018 – March 2019)
   * Industry : Electrical & Electronics
   * Tool : Oracle CPQ, Oracle Engagement Cloud, EBS
   * Role : Oracle CPQ Development, Configuration, Migration
   1. Business Description:
      * ALJE deals with Electrical parts in various categories like HVAC, Hyper Care, Etc
      * They were moving from Salesforce to Oracle Fusion for all of their business management, EBS still being their Customer, Product Master & Order Management System - required Oracle Fusion to be used fully within 3 months replacing Salesforce
      * This was the fastest Project Go Live for Evosys
   2. Solution Brief:
      * CPQ was used mainly for selection of products based on their Price Lists (set from Fusion, based on Sales Channel) for discounting & later processed for Approvals based on certain conditions & proving a Quotation print
      * Involved multiple & multi-level Approval flow
      * Implemented a dynamic Default Discounting feature (applied as soon as the products are selected) after verifying a product for specific Product Family, Product Class, Sales Channel, Region, etc
      * If multiple discount criteria matched for a product, weightage system was used (weight being provided by client)
   3. Responsible for:
      * CPQ Configuration & Commerce, EC CPQ Integration, SSO Setup, User Management, Data Table Management, Documents Generation, etc
6. SRACO
   * Period : (Aug 2017 – Jan 2019)
   * Industry : Manpower, Consulting & Enterprise Services
   * Tool : Oracle CPQ, Oracle Sales Cloud, RMS(PaaS)
   * Role : Oracle CPQ Development, Configuration, Migration
   1. Business Description:
      * SRACO deals in Manpower services, Consulting Services (Resources, Tools & Equipments, Consumables, Vehicles) and Enterprise Services (Fixed Fee, Cost Plus)
      * SRACO Manpower services dealt with Termed (Monthly) & Hourly Services which provided House Maids & Drivers on hourly/monthly basis based on a particular package selected within specific timeslot
   2. Solution Brief:
      * CPQ provided UI for Resource handling which had varied packages & work duration combinations for resource Pricing (from Data Tables)
      * Resource data was managed in RMS (Resource Management System)
      * Invoicing of Resources (in Fusion AR) was handled from CPQ
      * Consulting Services involved Consumables; Tools & Equipments & Vehicles Costs being divided among all the resources equally based on the Job Roles
      * Enterprise solutions required complex Proposal structure along with different cost setups for Fixed Fee & Cost-Plus solutions
      * Solution involved 4 different commerce Processes - having quotes creation from Opportunity & syncing relevant data back to EC
      * Provided Excel outcomes for Consulting Services (as their Proposal formats were different for each client)
   3. Responsible for:
      * CPQ Configuration & Commerce, User Management, Data Table Management, Developing **Multi Lingual** Proposal documents, Providing Excel outputs for CSD business, managing CPQ->RMS integration, CPQ->AR integration, etc
7. Strategix (TCS)
   * Client : TCS Internal
   * Technology used : Spring, Hibernate, Angular JS, Postgres SQL, Apache Tomcat
8. Canteen Management System (TCS)
   * Client : TCS Internal
   * Technology : Spring, Hibernate, Angular JS, Postgres SQL, Apache Tomcat
   * Status : Completed, On Production
9. MCA Project
   * Project : Exam Registration System
   * Technology : My SQL Server, JSP
   * Project : Improved Methods to Detect Outliers in Data
   * Technology : R Language, Weka Tool

# Education Details

* Masters in Computer Applications (M.C.A) from Rollwala Department of Computer Centre Gujarat University with 86.04% in 2016 - **University Gold Medalist**.
* Bachelor in Computer Application (B.C.A) from NavGujarat - Gujarat University with

80.92% in 2013.

# Employer Details

Tata Consultancy Services (Aug 2016 – May 2017)

Evosys (Since July 2017 to present)

# Personal Details

Name : Sanaa Balotrawala

DOB : 22nd June 1993 Languages Known : Gujarati, English, Hindi Marital Status : Single

I hereby declare that the information furnished above is true to the best of my knowledge.

[SANAA BALOTRAWALA]

Date: 18 Jul 2020 Place: Ahmedabad